

FOUNDRY
COMMERCIAL

MISSION
PROPERTY
GROUP



NORTHERN ILLINOIS CONFERENCE

THE UNITED METHODIST CHURCH • SEPTEMBER 2025 WEBINAR

FOUNDRY COMMERCIAL OVERVIEW

OUR HISTORY

Foundry Commercial began as CNL Commercial Real Estate in 2007, when 12 former Trammell Crow partners set out to build a different kind of real estate company – one that serves as a local service provider, operating partner, and a sophisticated investment platform. With 110 brokers operating in the office, industrial, multifamily, retail, healthcare, and religious/not-for-profit verticals, Foundry’s platform offers brokerage, property management, facilities management, project management, and asset identification. Additionally, Foundry leverages our investment platform to help clients and investment partners execute their investment strategies in office, industrial, and retail real estate. Explosive growth during the firm’s first eight years sparked a management-led buyout and rebrand to Foundry Commercial in September 2015. In early 2020, Foundry’s partners acquired majority ownership of the company, which has grown to become a regional real estate services and operating company with over 445 real estate professionals, more than 77 million square feet of projects in 13 offices throughout the southeast.

SERVICES

77M SF

OF LEASING & MANAGEMENT

\$2B

2024 ANNUAL BROKERAGE
TRANSACTION VALUE

110

BROKERS

CUSTOMERS

- INSTITUTIONAL
- CORPORATE
- NOT-FOR-PROFIT

SERVICES

- BROKERAGE
- INVESTMENT SALES & CAPITAL MARKETS
- REAL ESTATE SOLUTIONS
- INCENTIVES NEGOTIATION & LOCATION STRATEGY
- MARKETING
- PROJECT MANAGEMENT
- BUILDING MANAGEMENT
- USER DEVELOPMENT SERVICES

ASSET TYPES

- INDUSTRIAL/ OUTDOOR STORAGE
- LAND
- MULTIFAMILY
- OFFICE
- RELIGIOUS, EDUCATION & NOT-FOR- PROFIT
- RETAIL

PLATFORM

445

ASSOCIATES

13

MARKETS

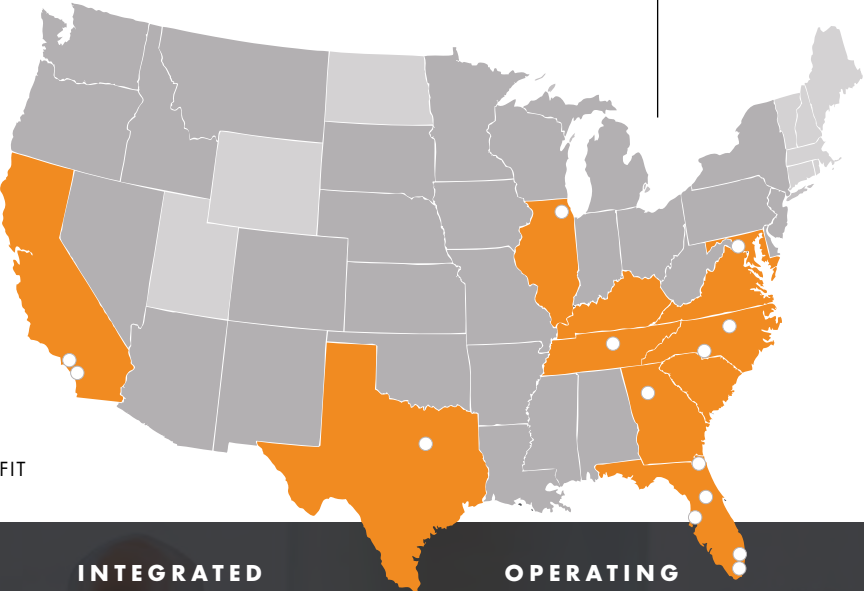
30

YEARS AVG SENIOR
MANAGEMENT
EXPERIENCE

FOUNDRY
COMMERCIAL

REGIONAL OPERATORS

- FOUNDRY OFFICES
- FOUNDRY STAFFED SERVICES
- FOUNDRY ONGOING ACTIVITY



DEVELOPMENT & INVESTMENTS

\$4.75B

INVESTMENT
PORTFOLIO

\$3.3B

24.2M SF

INDUSTRIAL
DEVELOPMENTS

\$984M

4.7M SF

IN VALUE-ADD
ACQUISITIONS

\$1.6M

9.3M SF

IN SERVICES
DEVELOPMENT/
ACQUISITIONS

\$1-2B

ANNUAL
INVESTMENT
PLATFORM

\$1.3B

INVESTMENTS IN
THE PIPELINE

30.2M

SF OF INVESTMENTS

2007

Launch as CNL Commercial Real Estate in FL

2010

Open market office in DFW

2011

Enter Carolinas

2013

Launch of D&I Platform

2014

Expands into Nashville
On-board 8M SF Faison portfolio

2015

MBO/Recapitalization; Expand CLT / RAL

2016

Rebrand to Foundry Commercial

2017

Expand SFL - TROLEM Acquisition

2018

Expand NSH - Oakpoint Real Estate Acquisition

2019

Launch of Healthcare Platform

2020

MBO/Recapitalization

2021

Acquisition of Maxis Advisors

2023

Acquisition of hellojenny; Acquisition of Southsource

REGIONAL OPERATING

A regional platform with the scale to provide best-in-class infrastructure support services (research, marketing, IT, HR and accounting) to our customers, with local expertise in our delivery of real estate leasing, brokerage, property management and project management services.

DISTRIBUTED LEADERSHIP

Our leaders are distributed across our key offices, providing senior-level relationships and market expertise in multiple geographic markets.

ACCOUNTING AND REPORTING

With more than 274 management assignments, we operate a YARDI-based institutional accounting and reporting platform that is SSAE16 certified and is centralized out of our Orlando headquarters location.

INTEGRATED INVESTMENT PLATFORM

Our investment platform leverages the local relationships and expertise of our 13 offices to source off-market and advantaged investment opportunities, which are executed in partnership with our customers and clients.

OPERATING PARTNER MINDSET

We treat all clients with an operating partner mindset that is a core part of our company’s DNA. We believe this drives creativity, encourages exceptional effort, makes us more agile and ultimately creates value at the asset level.

STRONG SPONSORSHIP

Foundry Commercial has strong sponsorship both in terms of its seasoned senior leadership team and in the financial strength and real estate investment expertise of our capital partner.

AT FOUNDRY, IT'S PERSONAL

We combine the church's vision with our ability to assess market conditions and property values, to help guide you toward real estate decisions that can ultimately make a huge impact on your ability to grow and operate. To us, it is more than a transaction, it's about helping ministry flourish.



MATT MESSIER, SIOR, CCIM
Principal, Managing Director



CARLIN BEEKMAN
Vice President



KEDI MILAJECKI
Marketing Associate

WHEN THE DEAL INVOLVES A CHURCH
PROPERTY IT IS MORE THAN A TRANSACTION...
IT TRANSCENDS BUYING AND SELLING AND
HAS KINGDOM AND COMMUNITY IMPACT.

MISSION PROPERTY GROUP



GROUP
TEAM MEMBERS

07



PROPERTY
MANAGERS

06



PROPERTIES
SOLD

3000±



SALES PER YEAR

100±



YEARS OF
EXPERIENCE

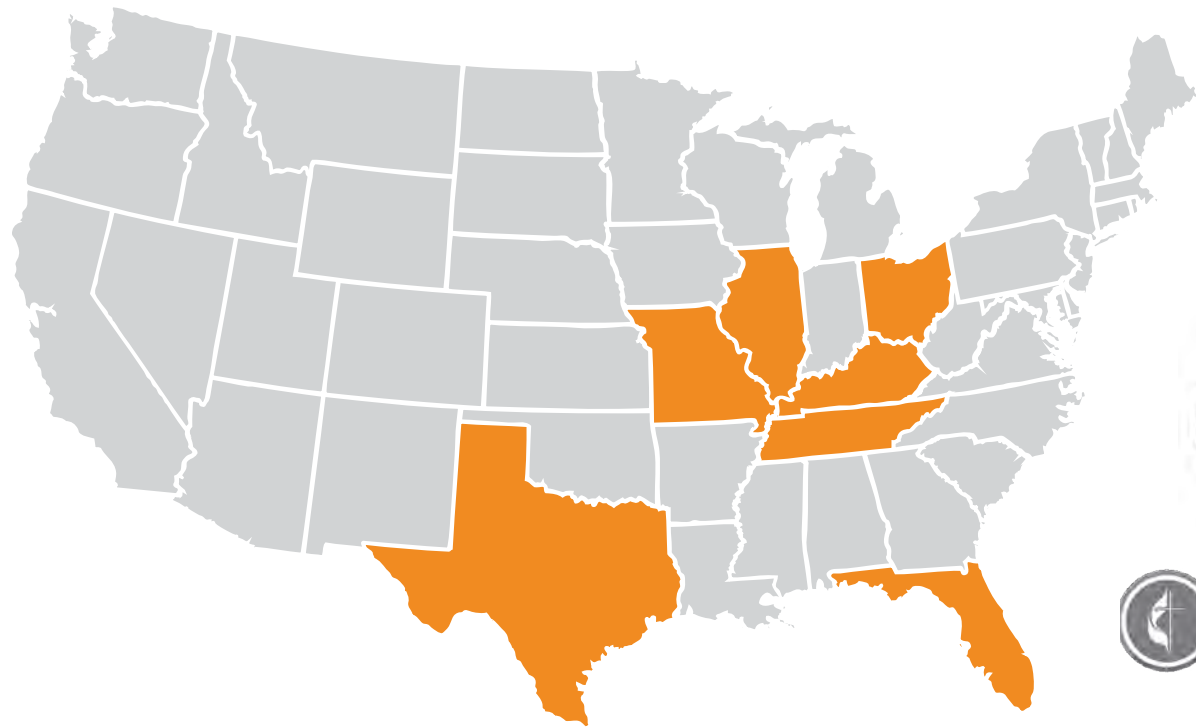
50+



LEASED &
MANAGED SF

1.5M

FOUNDRY & THE UNITED METHODIST CHURCH



FINANCE & ADMINISTRATION

General Council on Finance and Administration

THE UNITED METHODIST CHURCH



East Ohio Conference
The United Methodist Church



Northern Illinois Conference
OF THE UNITED METHODIST CHURCH



West Ohio Conference
The United Methodist Church



The Florida Conference
OF THE UNITED METHODIST CHURCH



MISSOURI
CONFERENCE OF THE UNITED METHODIST CHURCH

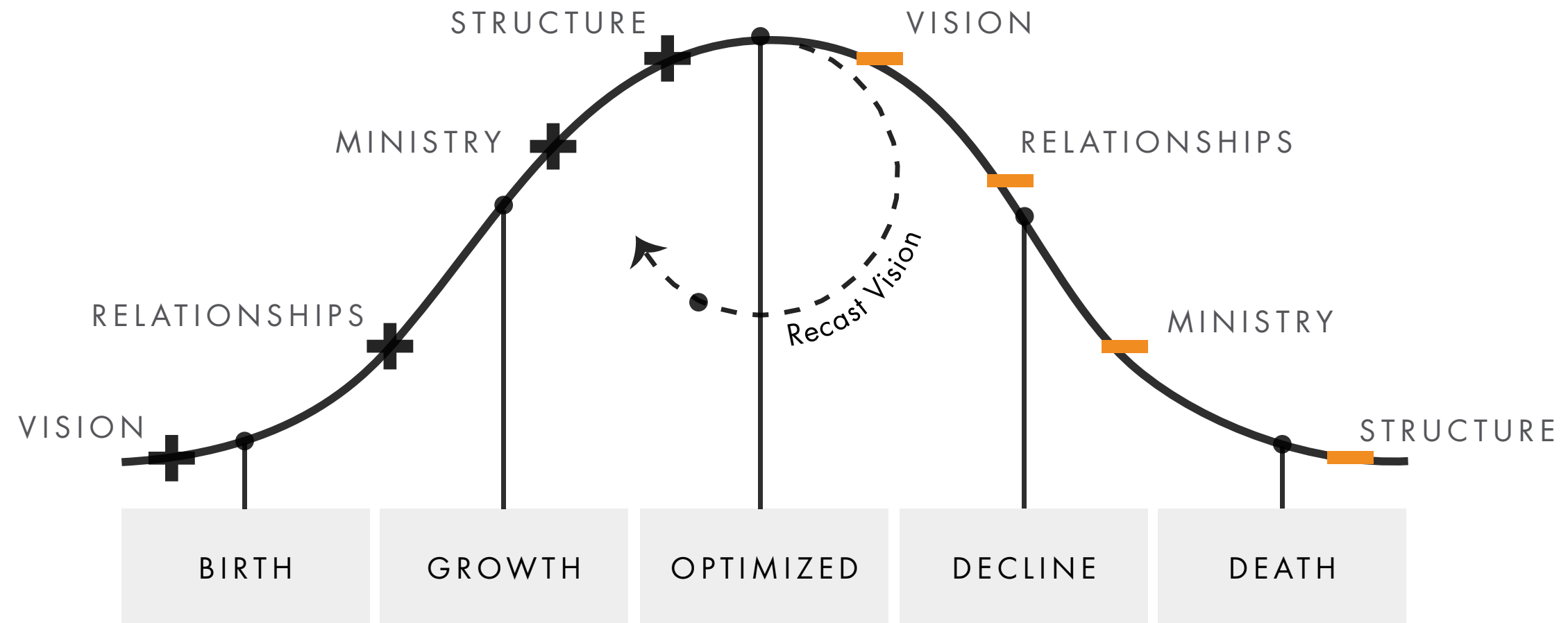


Tennessee-Western Kentucky Conference

Foundry is an official Ministry Partner of the General Council on Finance and Administration and directly serves conferences and individual UMC churches across the nation.

LIFE CYCLE OF A CHURCH

1 | LIFE CYCLE OF A CHURCH



“MINISTRY SHOULD DICTATE REAL ESTATE,
REAL ESTATE SHOULD NOT DICTATE MINISTRY.”

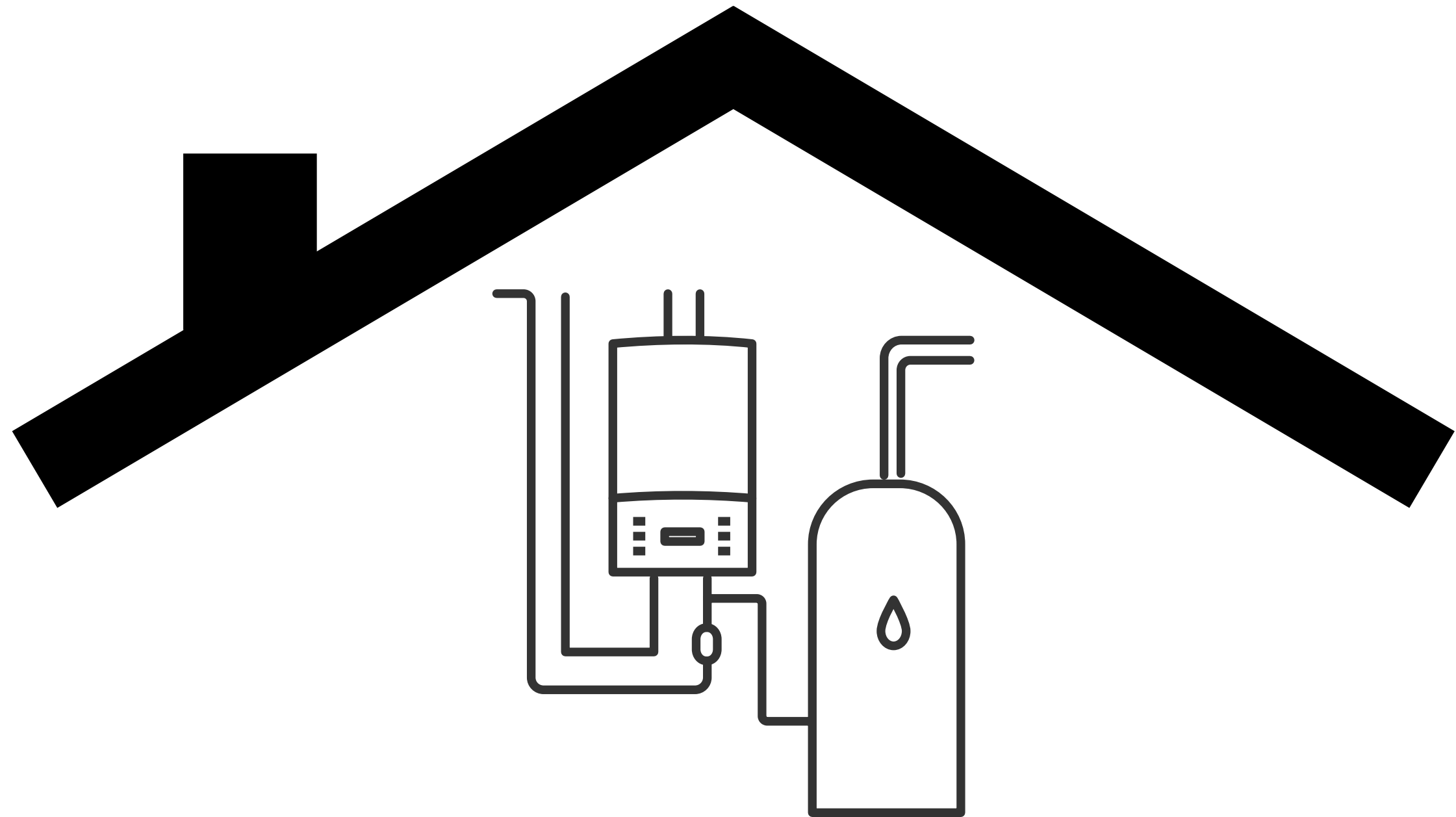


**GETTING THE FIRST
BUTTON RIGHT**



THE CHALLENGE

1 | DEFERRED MAINTENANCE





THE TOOLS

1 | PROPERTY CHECKLIST

FOUNDRY
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PROPERTY HEALTH ASSESSMENT

The purpose of this tool is for you to gather an overall picture on the history and current condition of your property. This can be used as a resource to build a complete picture of its current health. Fill out the following pages to the best of your ability. There might be some details you are not sure of. If you have any questions in filling out this form, don't hesitate to use the contact information provided at the bottom of page 5.

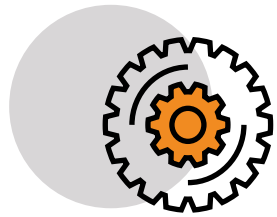
CONTACT PERSON: _____
DATE: _____

GENERAL PROPERTY INFORMATION

CHURCH NAME: Average Attendance: _____ Denomination: _____ <input type="checkbox"/> Non-denominational	PROPERTY ADDRESS: _____
BUILDING(S) SQUARE FOOTAGE: Include year built for each building. _____	PROPERTY ACREAGE: _____
WORSHIP SPACE(S): Include seating capacity. _____	CEMETERY ON CAMPUS? Y/N: Is it contiguous? Y/N Cemetery Acreage: _____
ANY LEASES OR ADDITIONAL MINISTRIES OPERATING IN THE BUILDING(S)? Y/N: If yes, please list and include expected duration, etc: _____ _____ _____ _____	

NOTES

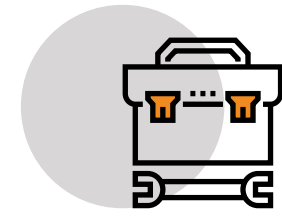
2 | PROPERTY MANAGEMENT



EFFICIENT & EFFECTIVE
OPERATIONS



SUSTAINED
ASSET VALUE



PROACTIVE & PREVENTATIVE
MAINTENANCE



MORTGAGE & UTILITY
PAYMENT



INSURANCE



FIRE/CODE SAFETY

3 | CAPITAL EXPENSE PLAN



PRESERVES YOUR MISSION

A proactive plan prevents costly emergencies that could disrupt your programs and operations.



ENHANCES FINANCIAL STEWARDSHIP

Planning for major expenses helps prevent financial strain and promotes long-term sustainability.



INSPIRES DONOR & LENDER CONFIDENCE

A clear plan reassures donors, grant providers, and lenders that your organization is financially responsible.



EXTENDS ASSET LIFESPAN

Scheduled maintenance and planned replacements reduce the likelihood of costly repairs or facility failures.

THE TREND



1 | OVERWHELMED CONGREGATIONS

- ONLY HAVE A FEW MONTHS OF BUILDING EXPENSES LEFT
- NO MONEY FOR MAJOR REPAIRS, BUILDING IN DISARRAY
- LOSING VALUE IN REAL ESTATE
- LOSS IN POTENTIAL REVENUE TO MISSION AND MINISTRY

A background image showing a business meeting. In the foreground, a man in a blue plaid suit is shaking hands with another person. In the background, other people are visible, some holding papers. A table in the lower foreground is covered with several small, colorful charts or data displays. The entire image has a dark, semi-transparent overlay.

NEXT STEPS

1 | CHURCH'S SPECIFIC SITUATION



2 | **FOUNDRY & NORTHERN ILLINOIS CONFERENCE**—————



HIGHEST AND BEST USE



PORTFOLIO DATA TOOL



BROKER PRICE OPINIONS



PORTFOLIO ANALYSIS



BROKERAGE



OCCUPANCY SCHEDULE



**PROPERTY MANAGEMENT
ADVISORY**

THANK YOU

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